

ANDERSON EXHIBIT 18G

Manufacturer: **Wyeth-Ayerst**

Effective: 4-1-98 - 3-31-01

Savings: **Up to 4% Rebate***

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Premarin Tabs	0.3 mg	100	00046-0868-81	HRT Products	1124478	008567
Premarin Tabs	0.3 mg	1000	00046-0868-91	HRT Products	1007723	008575
Premarin Tabs	0.625 mg	100	00046-0867-81	HRT Products	1200864	841331
Premarin Tabs	0.625 mg	1000	00046-0867-91	HRT Products	1095751	008559
Premarin Tabs	0.625 mg	5000	00046-0867-95	HRT Products	1049535	433683
Premarin Tabs	0.625 mg	100 UD	00046-0867-99	HRT Products	1005461	154903
Premarin Tabs	0.9 mg	100	00046-0864-81	HRT Products	1285857	008591
Premarin Tabs	1.25 mg	100	00046-0866-81	HRT Products	1538362	841340
Premarin Tabs	1.25 mg	1000	00046-0866-91	HRT Products	1124452	008524
Premarin Tabs	1.25 mg	5000	00046-0866-95	HRT Products	1049451	433691
Premarin Tabs	1.25 mg	100 UD	00046-0866-99	HRT Products	0120062	116416
Premarin Tabs	2.5 mg	100	00046-0865-81	HRT Products	1669282	902500
Premarin Tabs	2.5 mg	1000	00046-0865-91	HRT Products	1326693	008494
Premphase	0.625mg/5mg	3 cartons	00046-2573-02	HRT Products	2412815	163937
Premphase	0.625mg/2.5mg	3x(2x14)	00046-0875-02	HRT Products	2412807	163953

<Baseline Market Share

To 2.49%	Above Baseline	0
2.5% - 2.99%	Above Baseline	1.25%
3.0% - 3.49%	Above Baseline	1.75%
3.5% - 3.99%	Above Baseline	2.50%
4.0% - 4.99%	Above Baseline	3.25%
≥ 5.0%	Above Baseline	4.00%

* Rebate will be received as an off invoice starting in October of 1998.

** This rebate is being tracked by NDC.

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Manufacturer: **Wyeth-Ayerst**
Savings: **Up to 31% Rebate***

Effective: 4-1-98 - 3-31-01

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Alesse - 21		3 x 21	00008-0912-02	All Oral Contraceptives	2570968	257096
Alesse - 28		3 x 28	00008-2576-02	All Oral Contraceptives	2565679	256567
Lo/Ovral Tab		6 x 21	00008-0078-01	All Oral Contraceptives	1022052	096660
Lo/Ovral - 28 Tabs		6 x 28	00008-2514-02	All Oral Contraceptives	1239821	966679
Nordette Tab		6 x 21	00008-0075-01	All Oral Contraceptives	1080548	096717
Nordette - 28 Tab		6 x 28	00008-2533-02	All Oral Contraceptives	1123678	096725
Triphasil - 21		3 x 21	00008-2535-01	All Oral Contraceptives	1379858	097268
Triphasil - 28		3 x 28	00008-2536-01	All Oral Contraceptives	1379866	097284

	<Baseline Market Share	
To 3.749%	Above Baseline	0
3.75% - 5.749%	Above Baseline	9.0%
5.75% - 7.99%	Above Baseline	14.5%
8.0% - 10.49%	Above Baseline	19.8%
10.5% - 11.99%	Above Baseline	25.5%
≥ 12%	Above Baseline	31.0%

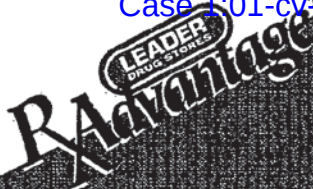
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July - September 1999

45

Manufacturer: **Wyeth-Ayerst**

Effective: 4-1-98 - 3-31-01

Savings: **Up to 13.25% Rebate***

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Ziac Tabs	2.5mg/6.25mg	100	00005-3238-23	Cardiovascular Products	1984194	878853
Ziac Tabs	5mg/6.25mg	100	00005-3234-23	Cardiovascular Products	1984202	873861
Ziac Tabs	10mg/6.25mg	30	00005-3235-38	Cardiovascular Products	1984210	873870
Duracet Capsules		100	00008-0909-01	Non-Narcotic Analgesics	2580413	258041
Lodine XL Tabs	400 mg	100	00046-0829-81	All NSAIDs	2513778	629499
Lodine XL Tabs	600 mg	100	00046-0831-81	All NSAIDs	2513786	490008
Naprelan Tabs	375 mg	100	00008-0901-03	All NSAIDs	2444594	263605
Naprelan Tabs	500 mg	75	00008-0902-02	All NSAIDs	2444602	263613

Ziac	<Baseline Market Share	
To 0.99%	Above Baseline	0
1.0% - 1.99%	Above Baseline	2.50%
2.0% - 2.99%	Above Baseline	5.00%
3.0% - 3.99%	Above Baseline	7.75%
4.0% - 4.99%	Above Baseline	10.50%
≥ 5.0%	Above Baseline	13.25%

Duracet	<Baseline Market Share	
To 9.99	Above Baseline	0
10.0% - 14.99%	Above Baseline	4.00%
15.0% - 19.99%	Above Baseline	6.25%
20.0% - 24.99%	Above Baseline	8.75%
≥ 25.0%	Above Baseline	11.00%

Lodine & Naprelan	<Baseline Market Share	
To 0.99%	Above Baseline	0
1.0% - 1.99%	Above Baseline	3.00%
2.0% - 2.99%	Above Baseline	4.50%
3.0% - 3.99%	Above Baseline	6.25%
4.0% - 4.99%	Above Baseline	8.75%
≥ 5.0%	Above Baseline	11.50%

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Manufacturer: **Wyeth-Ayerst**

Effective: 4-1-98 - 3-31-01

Savings: **Up to 8.7% Rebate***

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Effexor Tabs	25 mg	100	00008-0701-01	Antidepressants & SSRI, SNRI	2061190	888389
Effexor Tabs	25 mg	10 x 10	00008-0701-02	Antidepressants & SSRI, SNRI	2061216	888672
Effexor Tabs	37.5 mg	100	00008-0781-01	Antidepressants & SSRI, SNRI	2061224	888397
Effexor Tabs	37.5 mg	10 x 10	00008-0781-02	Antidepressants & SSRI, SNRI	2061232	888680
Effexor Tabs	50 mg	100	00008-0703-01	Antidepressants & SSRI, SNRI	2061240	888400
Effexor Tabs	50 mg	10 x 10	00008-0703-02	Antidepressants & SSRI, SNRI	2061257	888699
Effexor Tabs	75 mg	100	00008-0704-01	Antidepressants & SSRI, SNRI	2061265	888419
Effexor Tabs	75 mg	10 x 10	00008-0704-02	Antidepressants & SSRI, SNRI	2061273	888702
Effexor Tabs	100 mg	100	00008-0705-01	Antidepressants & SSRI, SNRI	2061299	888427
Effexor Tabs	100 mg	10 x 10	00008-0705-02	Antidepressants & SSRI, SNRI	2061307	888710
Effexor XR Cap	37.5 mg	100	00008-0837-01	Antidepressants & SSRI, SNRI	2700672	010911
Effexor XR Cap	75 mg	100	00008-0833-01	Antidepressants & SSRI, SNRI	2700680	731950
Effexor XR Cap	150 mg	100	00008-0836-01	Antidepressants & SSRI, SNRI	2700706	731968

<Baseline Market Share	
To 0.99%	Above Baseline 0
1.0% - 1.99%	Above Baseline 2.00%
2.0% - 2.99%	Above Baseline 3.00%
3.0% - 3.99%	Above Baseline 5.00%
4.0% - 4.99%	Above Baseline 6.75%
≥ 5.0%	Above Baseline 8.70%

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July - September 1999

47

CH 055725



Manufacturer: **Wyeth-Ayerst**
Savings: **Up to 10.7% Rebate***

Effective: 4-1-98 - 3-31-01

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Verelan Cap	120 mg	100	00005-2490-23	Calcium Channel Blockers	1832278	697748
Verelan Cap	180 mg	100	00005-2489-23	Calcium Channel Blockers	1776525	761254
Verelan Cap	240 mg	100	00005-2491-23	Calcium Channel Blockers	1832286	697755
Verelan Cap	360 mg	100	00005-2495-23	Calcium Channel Blockers	2475507	627067
Suprax Tabs	200 mg	100	00005-3899-23	Antibiotic Tablets	1741115	644595
Suprax Tabs	400 mg	10	00005-3897-94	Antibiotic Tablets	1255892	541532
Suprax Tabs	400 mg	50	00005-3897-18	Antibiotic Tablets	1719012	675280
Suprax Tabs	400 mg	100	00005-3897-23	Antibiotic Tablets	1719004	019151
Suprax Tabs	400 mg	10 x 10	00005-3897-60	Antibiotic Tablets	1128107	805238
Suprax Suspension	100mg/5mg	50 mL	00005-3898-40	Antibiotic Suspensions	1719038	675298
Suprax Suspension	100mg/5mg	75 mL	00005-3898-42	Antibiotic Suspensions	2097608	753152
Suprax Suspension	100mg/5mg	100 mL	00005-3898-46	Antibiotic Suspensions	1719020	675306

Verelan	<Baseline Market Share	
To 3.749%	Above Baseline	0
3.75% - 5.749%	Above Baseline	4.50%
5.75% - 8.249%	Above Baseline	5.70%
8.25% - 10.49%	Above Baseline	7.00%
10.5% - 11.99%	Above Baseline	8.50%
≥ 12.0%	Above Baseline	10.00%

Suprax Suspension	<Baseline Market Share	
To 0.99%	Above Baseline	0
1.0% - 1.99%	Above Baseline	2.50%
2.0% - 2.99%	Above Baseline	3.00%
3.0% - 3.99%	Above Baseline	4.25%
4.0% - 4.99%	Above Baseline	5.70%
≥ 5.0%	Above Baseline	7.80%

Suprax Tabs	<Baseline Market Share	
To 0.99%	Above Baseline	0
1.0% - 1.49%	Above Baseline	5.00%
1.50% - 1.99%	Above Baseline	6.50%
2.0% - 2.49%	Above Baseline	7.70%
2.5% - 2.99%	Above Baseline	8.80%
≥ 3.0%	Above Baseline	10.70%

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Manufacturer: **Zeneca Pharmaceuticals**

Effective: 7-1-97 - 6-30-00

Savings: **Up to 43% Rebate**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Zestril	2.5 mg	100	00310-0135-10	Prinivil	2415339	188859
Zestril	5 mg	100	00310-0130-10	Prinivil	1475268	574279
Zestril	5 mg	1000	00310-0130-34	Prinivil	1679059	791059
*Zestril	10 mg	100	00310-0131-10	Prinivil	1475284	574287
Zestril	10 mg	1000	00310-0131-34	Prinivil	1679042	791067
*Zestril	20 mg	100	00310-0132-10	Prinivil	1475300	574295
Zestril	20 mg	1000	00310-0132-34	Prinivil	1678994	791075
Zestril	40 mg	100	00310-0134-10	Prinivil	1585280	616265
Zestril	30 mg	100	00310-0133-10	Prinivil	2842102	284210

Key Facts:

- Zestril is AB rated and is a cost effective alternative to Prinivil.

Zestril Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Cost**	Profit Per Unit
Zestril 10mg	100	\$87.92	\$73.27	\$77.37	\$39.63	\$37.94

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Prinivil 10 mg	100	\$87.16	\$72.63	\$76.70	\$72.63	\$4.07

** Contract cost after rebate, assuming the highest attainable rebate is achieved.

Pharmacist Action Steps:

- Product is AB rated, fill the preferred item.
- This contract will be using Leader total unit volume, allowing you to take full advantage of the highest attainable market share percentages.
- Market share is calculated on tablets dispensed which is being tracked by NDC.

Each Leader member must sign an agreement to be eligible, if you have not done so, please contact your sales consultant, or see page 50 to sign up.

Rebates are calculated on Leader as a group.

Manufacturer: **Zeneca Pharmaceuticals (Continued)**

Effective: 7-1-97 - 6-30-00

Savings: **Up to 43% Rebate**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Zestoretic	10/12.55 mg	100	00310-0141-10	Prinzide	2466639	941093
Zestoretic	20/12 mg	100	00310-0142-10	Prinzide	2466613	623423
Zestoretic	20/25 mg	100	00310-0145-10	Prinzide	2466621	623415

Zestril/Zestoretic Quarterly Tablet Volume ('000s)

Achieved Market Share	<100	≥ 100	≥ 350	≥ 750	≥ 1500
< 20%	0.00%	0.00%	0.00%	0.00%	0.00%
≥ 20%	0.50%	1.00%	1.25%	2.00%	3.00%
≥ 25%	3.00%	3.50%	3.75%	4.75%	5.75%
≥ 30%	5.50%	6.00%	6.25%	7.50%	8.75%
≥ 35%	8.00%	8.50%	8.75%	10.25%	11.75%
≥ 40%	10.50%	11.00%	11.25%	13.00%	14.25%
≥ 45%	13.25%	13.75%	14.00%	15.75%	16.75%
≥ 50%	16.00%	16.50%	16.75%	18.50%	19.25%
≥ 55%	18.75%	19.25%	19.50%	21.25%	21.75%
≥ 60%	21.50%	22.00%	22.25%	24.00%	24.25%
≥ 65%	24.25%	24.75%	25.00%	26.75%	27.25%
≥ 70%	27.00%	27.50%	27.75%	29.50%	30.25%
≥ 75%	29.75%	30.25%	30.50%	32.25%	33.25%
≥ 80%	32.50%	33.00%	33.25%	35.00%	36.25%
≥ 85%	35.25%	35.75%	36.00%	37.75%	39.25%
≥ 90%	38.00%	38.50%	38.75%	40.50%	42.25%
≥ 95%	40.75%	41.25%	41.50%	43.25%	43.75%

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RA AdvantageTM

ZENECA Pharmaceuticals



SINGLE GROUP DEDICATION DECLARATION

In compliance with the Zeneca Pharmaceuticals' Single Group Dedication Policy,
_____ declares

(Pharmacy Name)

Leader Drug-Cardinal Health-WPN as the exclusive buying group for purposes of
(Buying Group/Co-op/PSAO/WPN)
eligibility for the Zeneca Pharmaceuticals' Performance Incentive Reimbursement Contract.

This document will serve as written confirmation of single group of choice, and will remain on file and in effect until further signed written confirmation of a change has been received by Zeneca. Changes in designation will only be accepted on a Zeneca Pharmaceuticals' Single Group Dedication Declaration Form.

ALL INFORMATION MUST BE FILLED OUT

(Signature)

(Pharmacy Name)

(Printed Name)

(Address)

(Title)

(City, St., ZIP)

(Date)

(DEA #)

(NABP #)

(Phone #)

(FAX #)

Upon completion, please mail or Fax a copy to the following:

Cardinal Distribution, 7000 Cardinal Pl., Dublin, OH 43017,
ATTN: Elisabeth Grunwald
FAX: 614-757-8228

*Zeneca Pharmaceuticals is a business unit of Zeneca Inc.